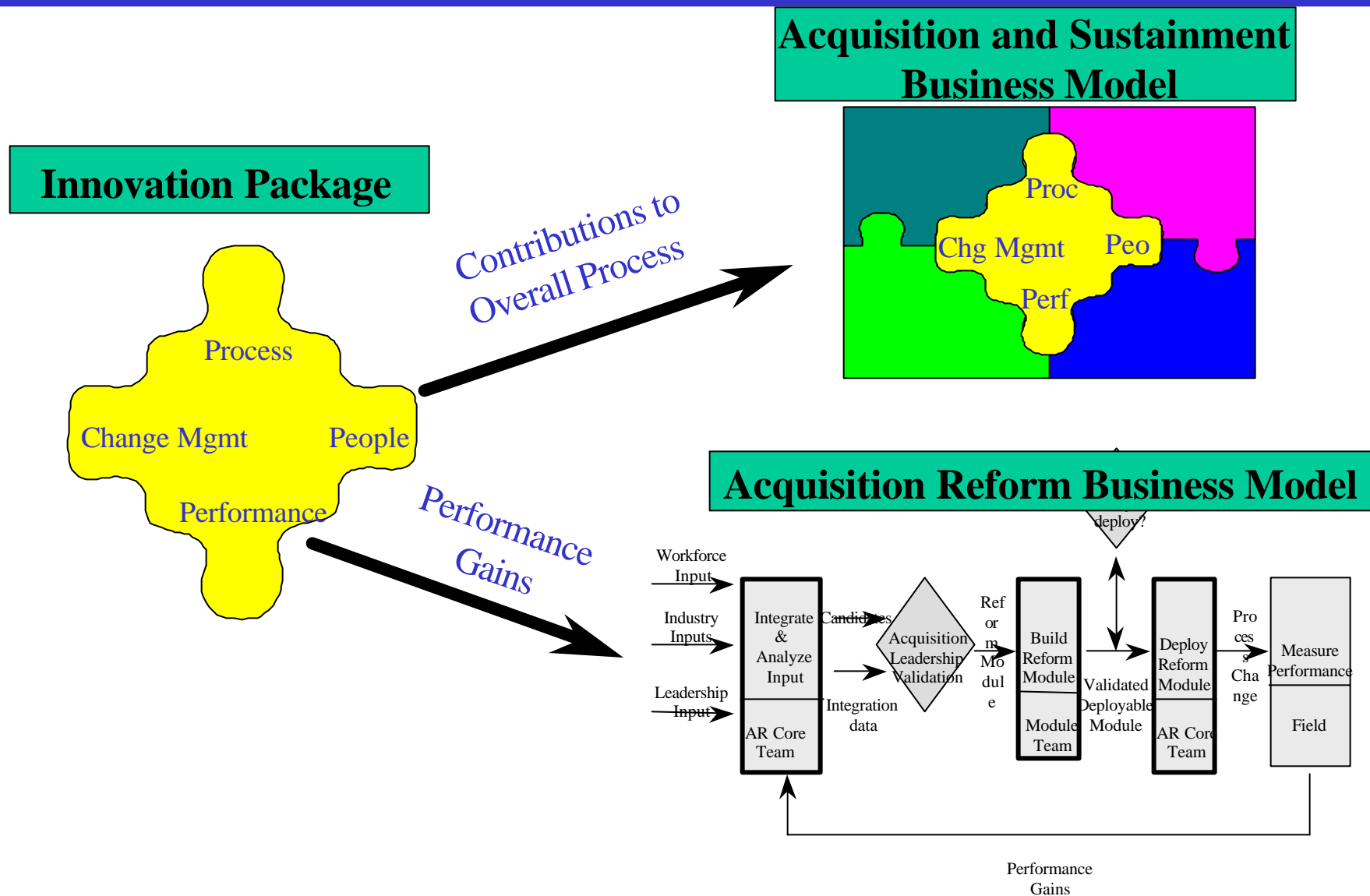


The Air Force Acquisition And Sustainment Business Model

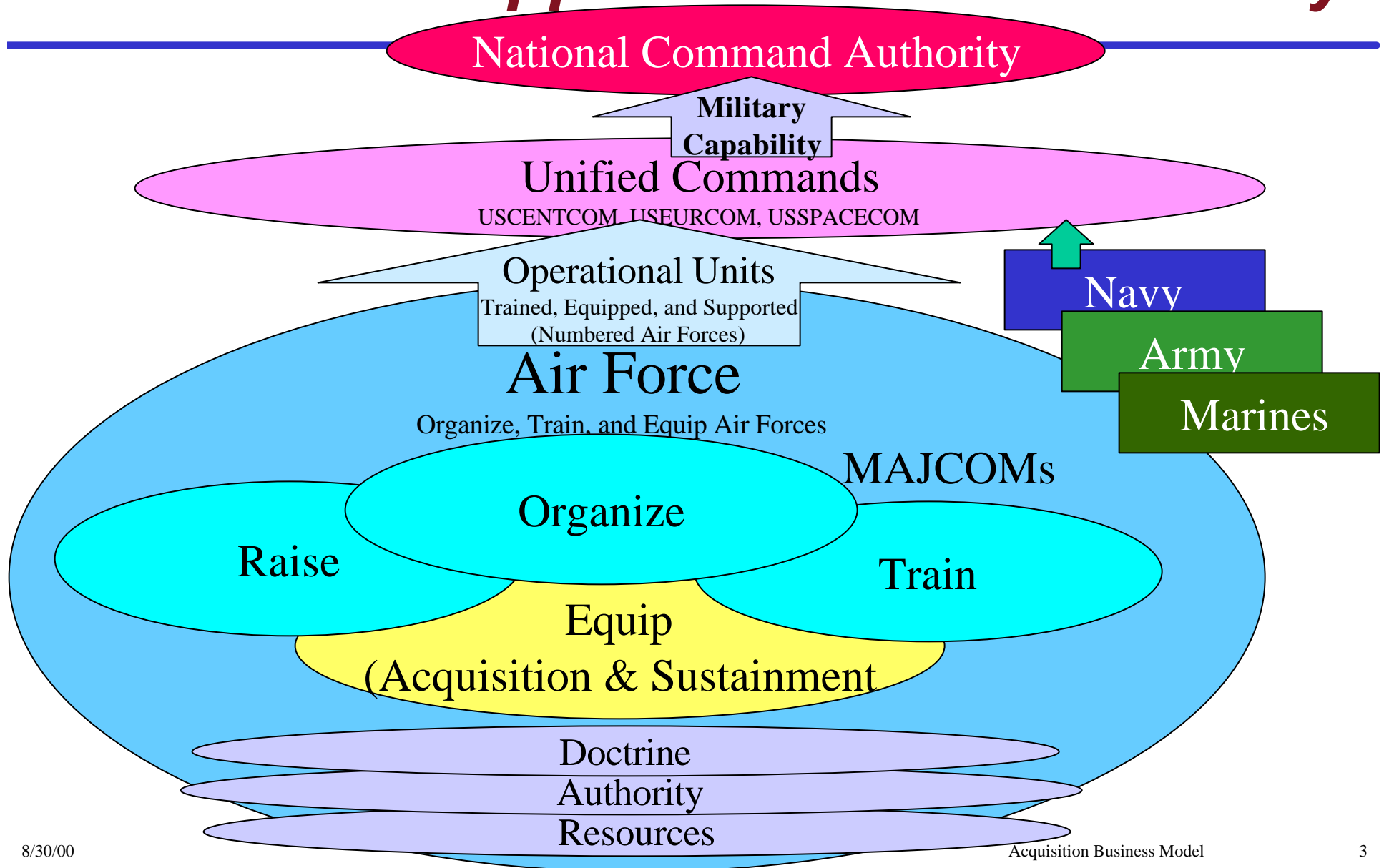
***Early Working Copy
For Discussion Only***

***Comments to
Major Ross McNutt, PhD
Acquisition Management Policy Division, SAF/AQXA
ross.mcnutt@pentagon.af.mil
(703) 588-7278 DSN 425-7278***

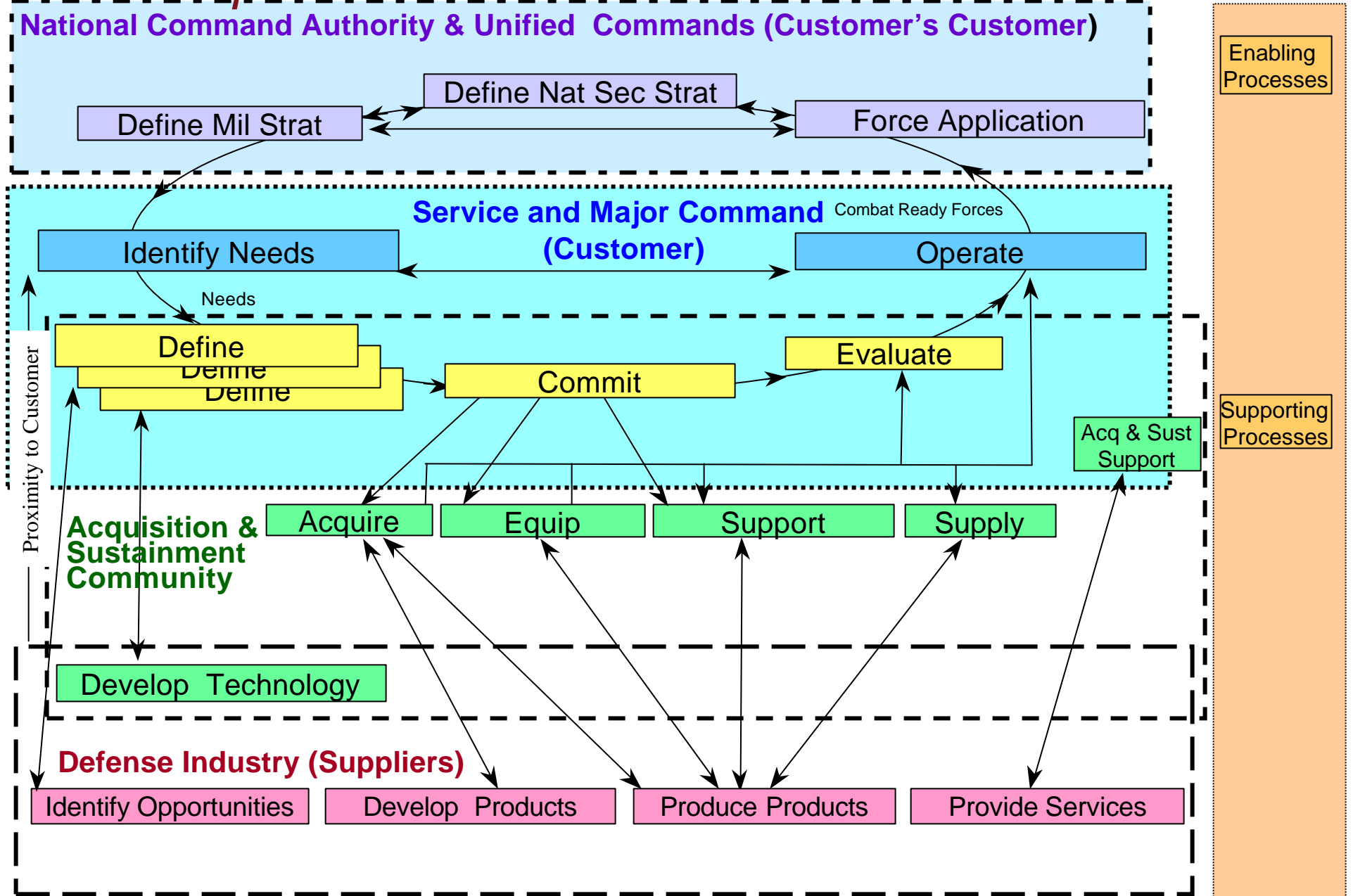
Acquisition Reform Two Part Effort



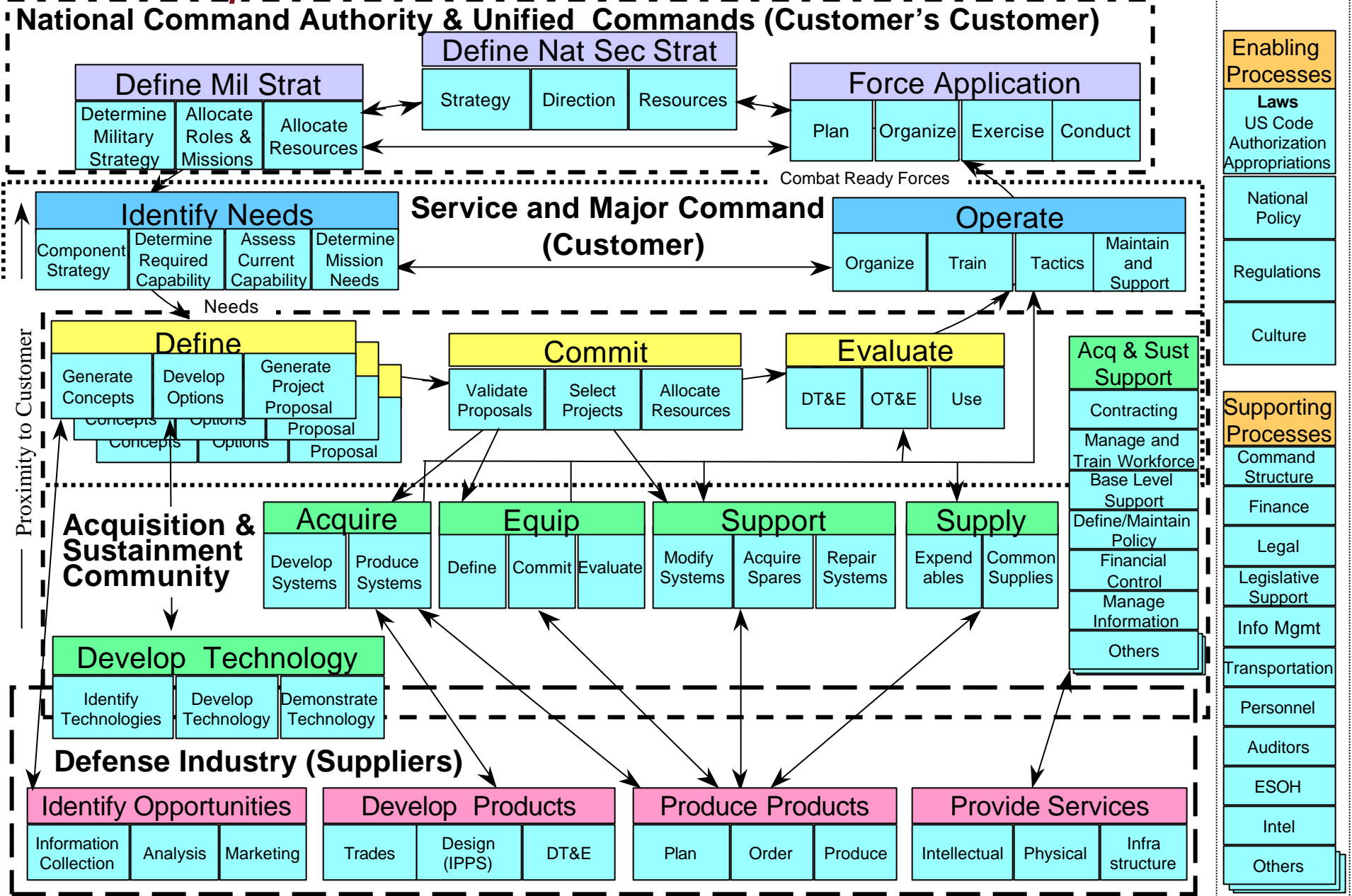
Acquisition and Sustainment Support to National Security

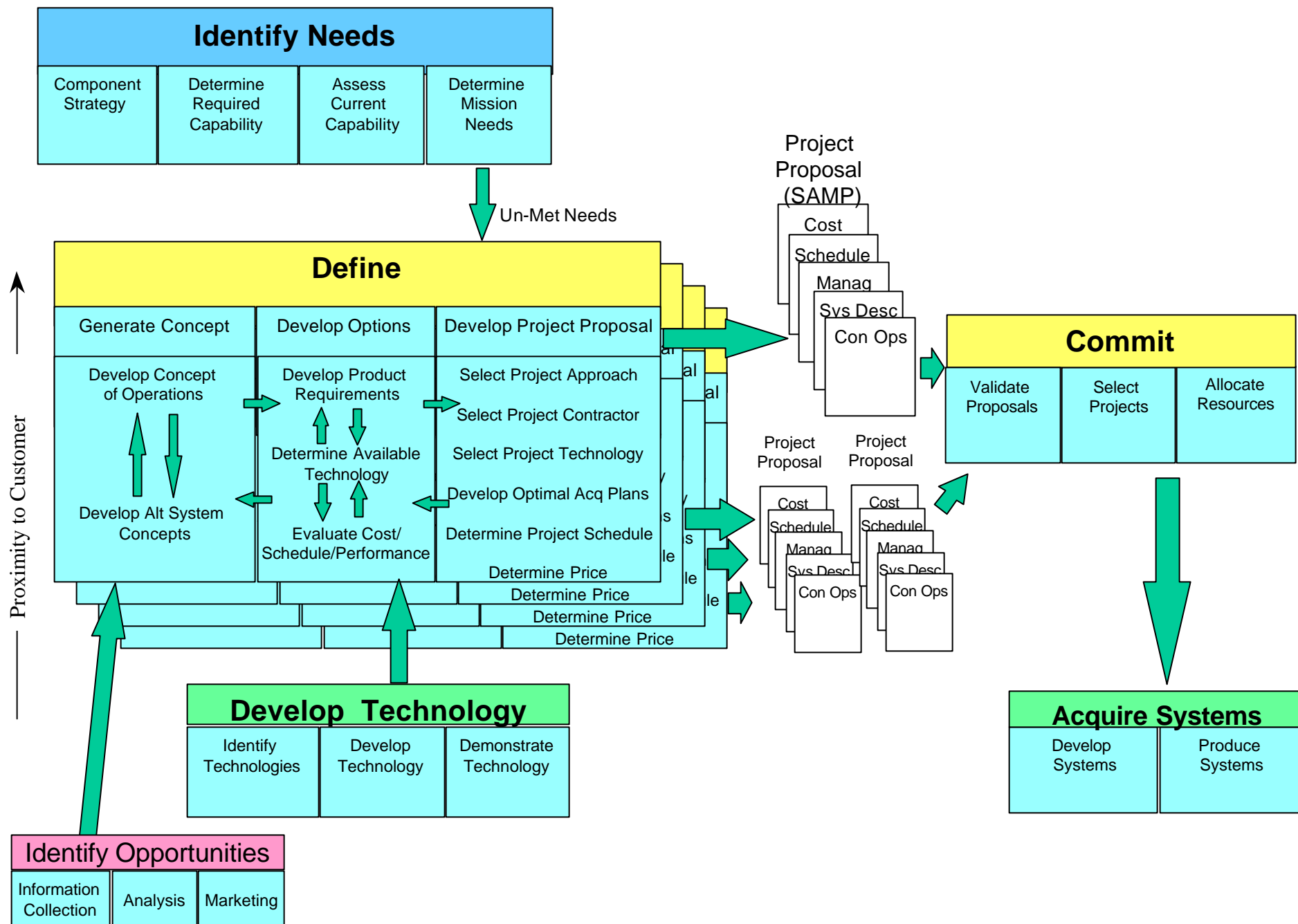


Proposed Draft Acquisition and Sustainment Business Model

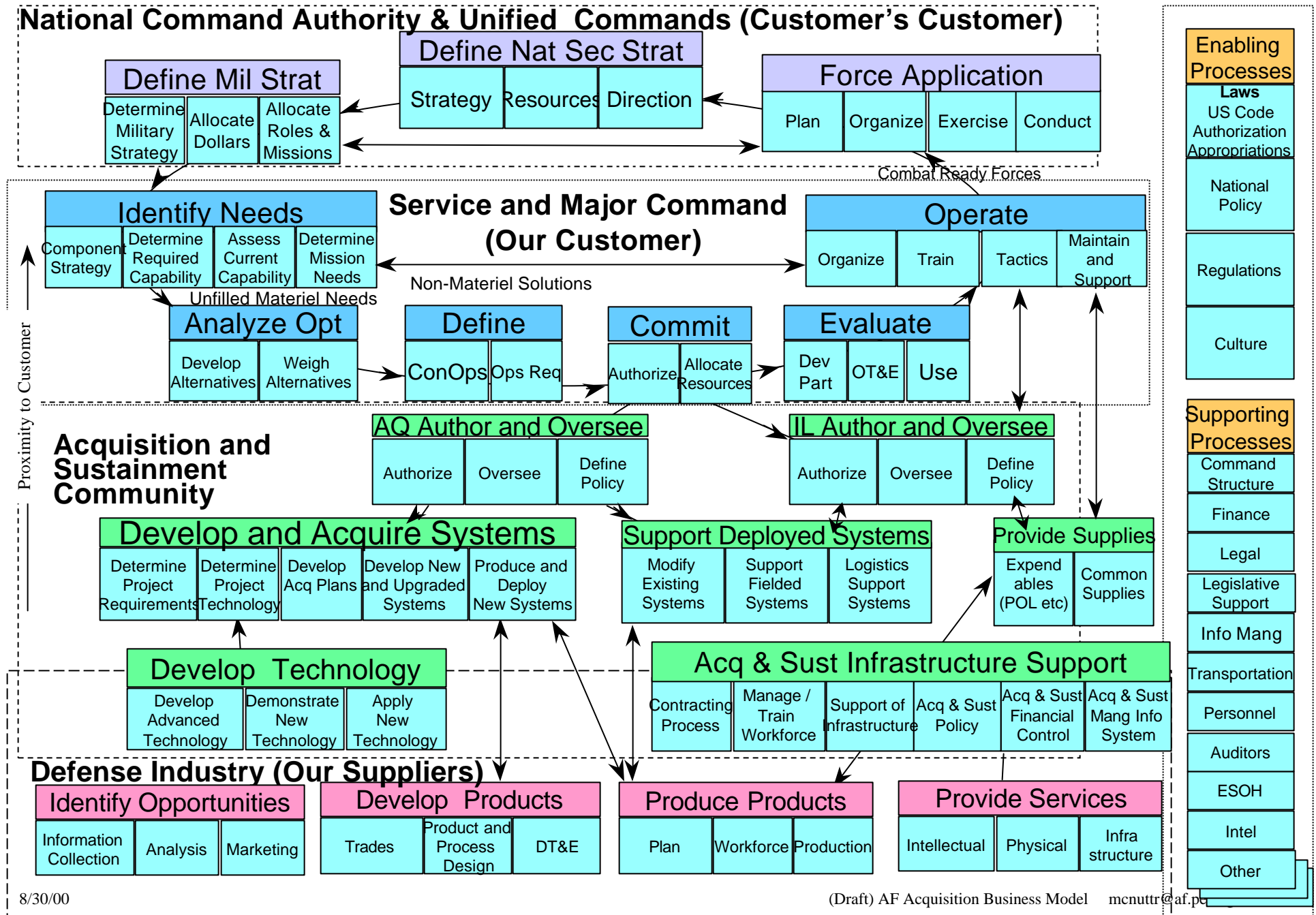


Proposed Draft *Acquisition and Sustainment Business Model*

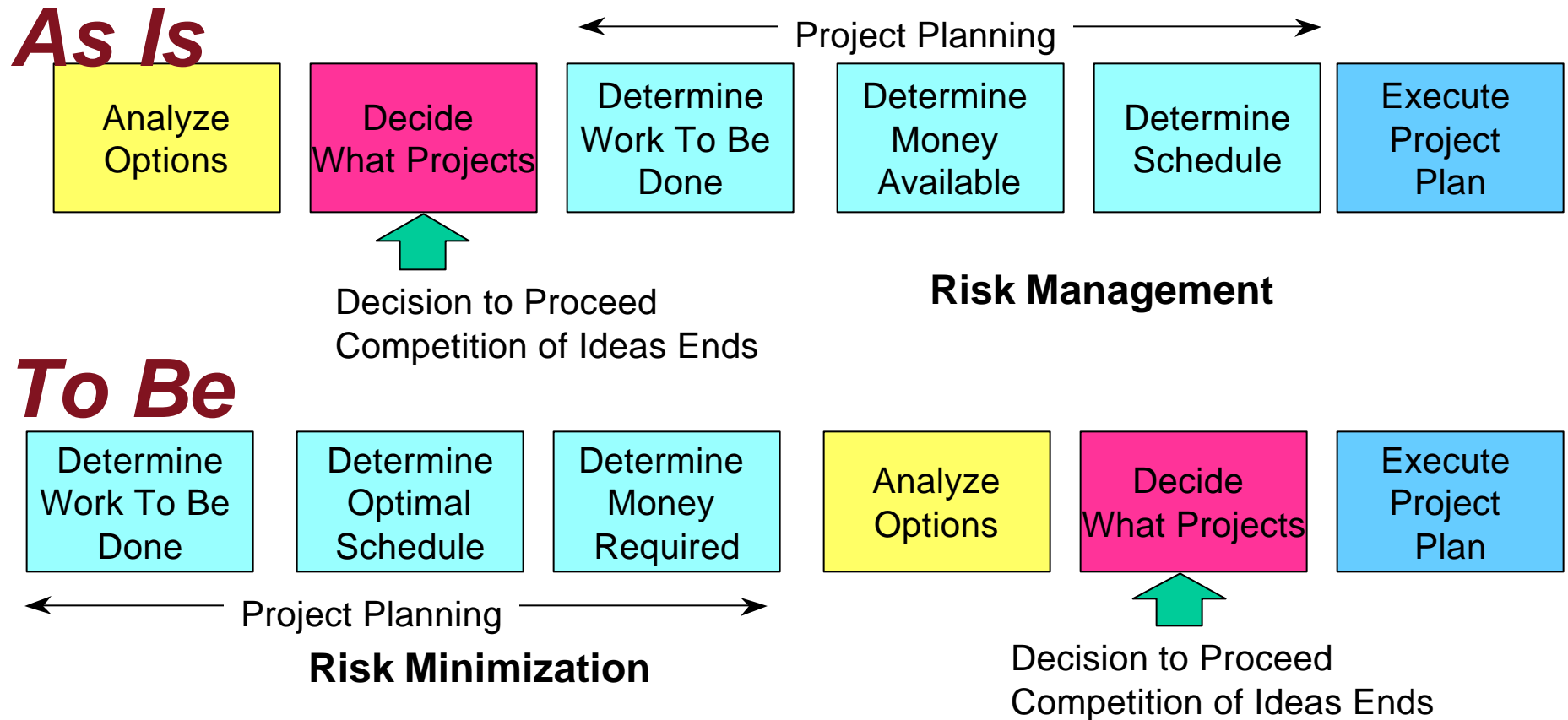




Current Acquisition and Sustainment Business Model



Fundamental Difference between “As Is” and “To Be” Models



What Information Is Available to Support Decision

Different Approaches in Development Process

Area	As Is Approach	To Be Approach
Time of Decision	<ul style="list-style-type: none"> • Project Selections Made Early Before Information is Available 	<ul style="list-style-type: none"> • Project Selections Made Just Prior to Execution
Project Plan Drivers	<ul style="list-style-type: none"> • Project Plans Driven By Resource Allocations 	<ul style="list-style-type: none"> • Project Plans Driven by Best Business Decisions for Project
Allocation of Resources	<ul style="list-style-type: none"> • Resource Allocations to each Project Determined by “Corporate Process” 	<ul style="list-style-type: none"> • Resource Allocations Driven by Selection of Projects • Selection of Projects Driven by “Corporate Process”
Competition	<ul style="list-style-type: none"> • Competition of Ideas Ends Early • Late Competition Between Contractors on Same Idea. 	<ul style="list-style-type: none"> • Competition of Ideas, Projects, and Sources Ends Late - Just Prior to Execution
Technology	<ul style="list-style-type: none"> • Technology Determined <u>After</u> Project Selection 	<ul style="list-style-type: none"> • Technology Defined and Selected <u>Prior to</u> Project Selection
Risk	<ul style="list-style-type: none"> • Risk Management <u>After</u> Selection 	<ul style="list-style-type: none"> • Risk Minimization <u>Prior to</u> Selection